

Lucent Technologies
Bell Labs Innovations

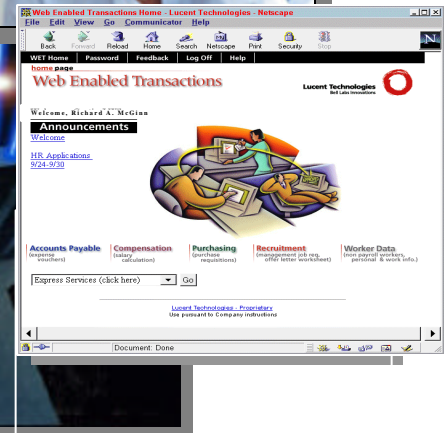
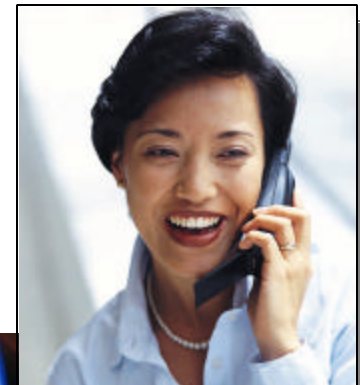


We make the things that make communications work.™



A Revolution in Communications Requires Next-Generation Networks

- *Every minute*, 5 million email messages are sent
- *Every hour*, 35 million voice mail messages are left
- *Every day*, 50,000 people sign up for wireless, joining 200 million worldwide
- *Every day*, 37 million log on to the Internet
- *Every week*, 630,000 phone lines are installed
- *Every 100 days*, Internet traffic doubles



Lucent Technologies



- A \$38.8B corporation, ranked 33rd among Fortune 500
- The Global communications leader in virtually all markets where we compete
- U.S.-based, 153,000 employees in over 90 countries
 - More knowledge of networking and communications than anyone else in the industry
- Bell Labs is our R&D arm, and our rich heritage in communications networking and technology

Within Our Markets, Lucent Is The #1 Provider Of:

Lucent Technologies
Bell Labs Innovations



- Switching, digital central offices
- Optical networking
- CDMA digital wireless communications
- Networking services and support
- Remote access (links to the Internet)
- Core network packet switching in ATM and frame relay
- Voice service over Internet

***Service
provider
networks***

- Unified messaging and voice messaging
- Call centers worldwide
- Voice systems in the United States (PBX)

***Enterprise
networks***

- Communications semiconductors
- Communications optoelectronics

***Makers of
communications
systems***

- Multivendor capabilities (more networks and products than anyone)

***Professional
services***



Lucent's Supplier Diversity Initiative

- To ensure that maximum opportunity is afforded to minority, women, and disabled veteran-owned businesses to participate as suppliers, contractors and subcontractors of goods and services to Lucent
- In 1999, we spent \$1.095B with minority- and woman-owned businesses which represented 9.5% of our total procurements and an increase over 1998
- By our estimate, MWBEs have helped us serve our customers and save \$47.9M



Small Business Qualification Process

- Send Corporate information packet to Lucent Technologies -
Government Solutions, 1450 G St. NW -Suite 500, Wash. DC 20005
 - For professional services/consulting opportunities - **Debbie Jones**,
Services Sales Manager/Resource Manager, drjones4@lucent.com
 - For fixed price& solution component (product/software) opportunities -
Ewa Brown, Purchasing Manager, ewabrown@lucent.com
- Receive subcontractor matrix back via email to complete with contact pts. & core competencies/interest areas for partnering with Lucent
- Register with Lucent Supplier Diversity Development group through web site-
www.lucent.com/serviceprovider/mwdvbe
- Schedule a meeting with Debbie (202) 220-6607 or Ewa (202) 220-6315



Small Business Qualification Process

In addition, for strategic IRS partnering opportunities, contact:

Julie Bitzer

IRS National Account Manager/PRIME Program Manager

phone (703) 264-3336

bitzer@lucent.com



PRIME Partners of Choice

- Lucent - Leader in innovative communications technology & networking
- You - the small businesses that play in our “sand-box”
 - supplementing & complementing our core competencies & services
- Woman-owned & Hub-zone
- Contract vehicles fitting our partnering requirements
- Relationships that are responsive, responsible, flexible, mutually beneficial and foremost, of quality